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SPECIFICATION

TO ALL WHOM IT MAY CONCERN:

BE IT KNOWN THAT I, Nobuhiro Azuma, a citizen of Japan residing at Bunkyo, Japan have invented certain new and useful improvements in

BUSINESS DEAL INFORMATION SYSTEM

of which the following is a specification : -

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## BACKGROUND OF THE INVENTION

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Furthermore, the information gathering range is limited to the personal connection of each agent, and useful information cannot be quickly gathered in volume.

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A more specific object of the present invention is to provide a business deal information providing system in which many and unspecified

persons, besides the personal connection of a real estate agent, can provide business information that helps to close as many deals as possible.

The above objects of the present invention  
5 are achieved by a business deal information system. In this system, the number of points is set for each of the items of business deal information provided. The number of points is added up only when the provided business deal information is accurate.  
10 Also, when a deal is closed, a predetermined number of points is added, so as to give some incentive to information providers. The points are exchangeable for predetermined gift items.

The above and other objects and features  
15 of the present invention will become more apparent from the following description taken in conjunction with the accompanying drawings.

#### BRIEF DESCRIPTION OF THE DRAWINGS

20 FIG. 1 shows the structure of a system as one embodiment of the present invention;

FIG. 2 shows the structure of a server;

FIG. 3 shows an example of a provided  
information registration screen;

25 FIG. 4 shows an example of a confirmation information registration screen;

FIG. 5 shows an example of a point  
definition table;

30 FIG. 6 shows an example of a registered member point file;

FIG. 7 shows the structure of a business  
information database;

FIG. 8 is a flowchart of a provided  
information registration CGI program;

35 FIG. 9 is a flowchart of a confirmation information registration CGI program;

FIG. 10 is a flowchart of a point

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confirmation CGI program; and

FIG. 11 is a flowchart of a closed deal registration program.

5 DESCRIPTION OF THE PREFERRED EMBODIMENTS

The following is a description of embodiments of the present invention, with reference to the accompanying drawings.

FIG. 1 shows the structure of a system as one embodiment of the present invention. In this figure, reference numeral 101 indicates the Internet, which is a network connected on the world scale. Reference numeral 102 indicates a dealer system that includes a dealer server 103 and an agent terminal 104. The dealer server 103 will be described later in detail. Reference numeral 105 indicates a user terminal that is connected to the Internet 101 and accesses the trader server 103 via the Web browser.

FIG. 2 shows the structure of the trader server 103. The trader server 103 is a general computer, and comprises a CPU 201, a memory (main memory) 202, and an external storage device 203.

A Web server program 204, a provided information registration CGI program 205, a confirmation information registration program 206, a point confirmation CGI program 207, and a closed deal registration CGI program 208 are loaded into the memory 202 and executed by the CPU 201.

Besides the above programs, the external storage device 203 stores a business information database 209, an introducer point file 210, and a point definition table 211.

FIG. 5 shows an example of the point definition table, which includes a plurality of records each consisting of an item and the corresponding number of points.

The number of points is added up every

time accurate information is registered with the corresponding item.

FIG. 6 shows an example of the introducer point file 210, which includes a plurality of records each consisting of a registered member ID and the corresponding number of points.

The number of points indicates how many points the person identified with the registered member ID has earned so far through the use of the business deal information system of the present invention.

FIG. 7 shows the structure of the business information database 209, which include a plurality of records each consisting of a deal number, a registered member ID, the name of a purchaser, the address and telephone number of the purchaser, a desired type of house, a planned purchase date, a desired price range, funds, desired room arrangement, a family make-up, competitor conditions, a purchase decision maker, and a possibility of information supplier disclosure.

The Web server program 204 is a known program for transferring data requested by a command using URL (Uniform Resource Locators) to a terminal device that has made the request in accordance with a known HTTP protocol. The URL comprises information for identifying a server and information for identifying data in the server.

The URL may also comprise information for identifying a server, information for identifying a program in the server, and parameters to be used in the program. Such a program designated in the URL is normally called a CGI program.

A registered member to register introduction information accesses the dealer server 103 using a Web browser program executed by the user terminal 105. More specifically, the URL of

The fund input field 309 is a field in

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When an information register inputs data in the above fields and then clicks the registration

If the URL supplied from the user terminal 105 contains the information for identifying the provided information registration CGI program 205 and the corresponding parameters, the Web server 15 program 204 of the dealer server 104 starts the provided information registration CGI program 205 and transfers the parameters.

In step S503, it is determined whether or not the necessary information, such as the purchaser's name, address, telephone number, and the type of purchase, is found. If the necessary information is found, five hundred points are added as the starting points to the number of points in the record corresponding to the registered member ID in the introducer point file.

35           As the business deal information is  
registered, an agent contacts the purchaser based on  
the registered information. If the registered



information contains the information of a large number of purchasers, a priority order is put to the purchasers in accordance with the contents of the business deal information (the price range, for instance), so that the agent can first make contact with the purchaser that is given the highest priority.

The agent then actually make contact with each purchaser, and checks whether or not the business deal information registered by the registered member is accurate. The agent then registers the check result in the dealer server 103. The registration is carried out in the following manner.

The agent accesses the dealer server 103 using the Web browser executed on the agent terminal 104. More specifically, to register the confirmation information as to whether or not the registered business deal information is accurate, the URL of the "confirmation information registration screen" is designated by the Web browser, thereby displaying the provided information input screen on the user terminal by the dealer server 103.

FIG. 4 shows an example of the confirmation information input screen displayed on the agent terminal 104. This confirmation information input screen 401 includes a business deal number input/output field 402, a purchaser's name display field 403, an address display field 404, a telephone number display field 405, a desired purchase type display field 406, a planned purchase date display field 407, a purchase price range display field 408, a fund display field 409, a desired room arrangement display field 410, a family make-up display field 411, a competitor condition display field 412, a purchase decision maker display

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a field for displaying the name of a purchaser registered by a registered member.

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a field for displaying a telephone number of a purchaser registered by a registered member.

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The fund plan display field 409 is a field for displaying a fund plan of a purchaser registered



check box 418 is a check box in which the judgment result of whether or not desired room arrangement registered by a registered member is the same as desired room arrangement confirmed by an agent is inputted by the agent.

The family make-up confirmation check box 419 is a check box in which the judgment result of whether or not the make-up of a family registered by a registered member is the same as the make-up of a family confirmed by an agent is inputted by the agent.

The competitor condition confirmation check box 420 is a check box in which the judgment result of whether or not information as to a purchaser registered by a registered member is the same as information confirmed by an agent is inputted by the agent.

The purchase decision maker confirmation check box 421 is a check box in which information as to a purchase decision maker registered by a registered member is the same as information confirmed by an agent is inputted by the agent.

Each of the check boxes is a GUI (Graphical User Interface) for checking each item. A checked check box indicates consistency, while a unchecked check box indicates inconsistency.

The registration button 423 is a button for instructing to update the introducer point file of the dealer server based on the check results of the check boxes. By clicking the registration button 423 with a mouse, the introducer point file 210 can be updated.

The cancel button 424 is clicked when the check results are not reflected in the introducer point file 210 of the dealer server.

When an agent checks the check boxes and clicks the registration button 423, the Web browser

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executed on the agent terminal 104 constructs URL, using the information for identifying the dealer server 103 defined in advance, the information for identifying the confirmation information

- 5 registration CGI program 206, the deal numbers, and the check results of the check boxes as parameters. The constructed URL are transmitted to the dealer server 103 in accordance with the HTTP protocol.

- If the transmitted URL contains the  
10 information for identifying the confirmation information registration CGI program 206 and the corresponding parameters, the Web server program 204 of the dealer server 103 starts the confirmation information registration CGI program 206 and  
15 transfers the parameters.

- The started confirmation information registration CGI program 206 operation in accordance with the flowchart shown in FIG. 9. The procedures from step S512 to step S515 are repeated for all the  
20 check boxes. In step S511, it is determined whether or not the procedures have been repeated for all the check boxes.

- In step S512, it is determined whether or not the check box of an item to be processed is  
25 checked. If it is not checked, the check box of the next item is processed.

If the corresponding check box is checked, steps S513 to S515 are carried out.

- In step S513, the point definition table  
30 211 is searched, and the number of points to be added is determined. In step S514, based on the deal number supplied as a parameter from the Web server, the business deal information database is searched and the registered member ID of a  
35 designated record is determined. Finally, the number of points determined in step S513 is added to the record corresponding to the registered member ID

in the introducer point file 210.

FIG. 10 is a flowchart of an operation performed by the point confirmation CGI program 207. When a registered member ID is transferred as a parameter from the Web browser executed on the user terminal 105, the registered member point file is searched based on the registered member ID in step S521. In step S552, the number of points is extracted from a record that has been designated as a result of the search. In step S523, the extracted number of points is displayed on the screen, and the operation comes to an end.

FIG. 11 is a flowchart of an operation performed by the closed deal registration CGI program 208. When a business deal ID is transferred as a parameter from the Web browser executed on the agent terminal 104, the business deal information database is searched based on the deal number in step S531. In step S532, a registered member ID is extracted from the record designated as a result of the search. In step S533, 2000 points are added as closed deal points to the number of points of the corresponding registered member ID in the introducer point file. The operation then comes an end.

In this manner, the number of points of each registered member is added up.

The present invention is not limited to the specifically disclosed embodiments, but variations and modifications may be made without departing from the scope of the present invention.

The present application is based on Japanese priority application No. 2000-221175, filed on July 21, 2000, the entire contents of which are hereby incorporated by reference.